



# 2004 Alternative Fuel Vehicles

***ENERGY 2003***

**Orlando, FL**

**August, 2003**

**Dave Henry**

**AFV Sales, Marketing and  
Business Strategy Manager**



**FORD FLEET**

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# AFV Testimonials!

Mike Hollub  
Hollub Heating Inc.

Al Wonstolen  
Clean Air Transit

**"When we stop at the seniors' center and schools, we're sure citizens appreciate that we run Ford Natural Gas Shuttles."**

We operate an natural gas because we are concerned about helping to keep the air in Lincoln Park clean. These vehicles have everything we need to do our rounds, including a wheelchair access door and lift, which our persons use regularly. Our Ford vehicles are reliable, without any more features scheduled maintenance and they are great in the snow too. Refueling is easy with a site down the road and a monthly billing program with Natural Gas One drivers just fill up and go!

Al Wonstolen  
Administrator  
Clean Air Transit Company

1-800-34-FLEET

**"Purchasing Natural Gas Vehicles was an easy decision for us with Ford's reputable E-Series van, and many available incentives."**

As the environmental issues arise in our community, we encourage them to consider more, more environmentally friendly air conditioning products. But we are also saving money running natural gas and with available incentives through Ford and other groups, the price of a Ford CNG van was practically the same as a gasoline model. The new CNG vans are lasting longer than when cars because they are burning a cleaner fuel. These vehicles are fabulous!

Mike Hollub  
Hollub Heating Inc.

1-800-34-FLEET

**"Our Ford Natural Gas Vehicles provide us with reliability and performance, as well as lower emissions"**

Reliability is important in our business. We began using Ford AFVs in 1997 on our Denver fleet of over 25 units. They are now part of our everyday operation with us strongly favoring parts delivery and staff checks. We only own and use are driving on AFV. They offer the same great performance and quality as gasoline vehicles. Our AFV fleet also includes outstanding customer service from Ford and our Natural Gas fuel company staff members.

John Natolie  
United Airlines

John Natolie  
United Airlines

**"Purchasing Ford Natural Gas Vehicles is a win-win situation for us."**

It is not one often that we are mandated to do something that we can't easily embrace and benefit from, like operating cleaner. When we first purchased the vehicles, we never knew what the program and will be any vehicles in our fleet with new AFVs in vehicles are great and we don't waste any resources between gasoline and AFV models. We wholeheartedly support our AFVs and have noticed an of 50% having them in our fleet.

Russ Romaine  
Ball Aerospace

**"We want to be leaders in our community in clean air efforts using Ford Natural Gas Vehicles"**

We have over 1000 vehicles and log over 1 million miles per year. We want to be off and off the lot in our work. What better way to give something positive back to our community than to support cleaner air.

In doing so, the Newington Agency Corporation noticed additional benefits in the first year of running in 80 new Ford E-Series built natural gas vans. We saved over \$270,000 in fuel over alone. We also save time with our refueling from our 80 on site time fill pump when vehicles are refueled while drivers are completing other tasks. We have the change to CNG and definitely the right choice for us.

Robin Erickson  
Executive Transportation Manager  
Newington Agency Corporation

1-800-34-FLEET

**"We wanted to give something back to the community. With Ford Natural Gas Vehicles, we did that, and saved money too!"**

"Preserving the environment and running an efficient fleet is our philosophy at Xcel Energy. Ford has proven to have the best OEM AFV lineup for fleet and by using natural gas we only are not helping to preserve the environment but we are also experiencing cost savings. Ford factory built AFVs benefit us greatly and the communities we serve."

Mark Hennesy  
Bus Manager, Xcel Energy

1-800-34-FLEET

**"Factory built Ford Natural Gas Vehicles provide us better quality and support than conversions in our environmental efforts."**

Bob Mach  
City of Taylor, MI

Russ Romaine  
Ball Aerospace

Robin Erickson  
Newspaper Agency Corporation (NAC)

Mark Hennesy  
Xcel Energy

Bob Mach  
City of Taylor, MI.

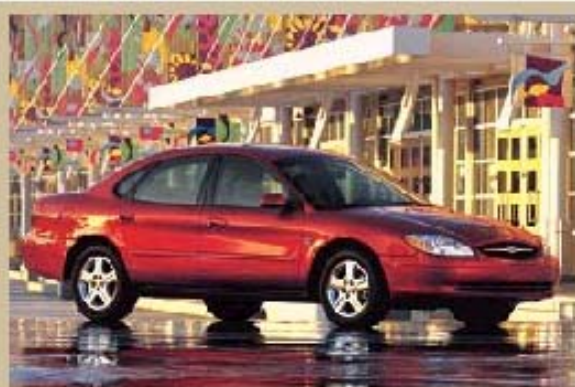


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# Ford's 2004 AFV Product Line-up



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# ***F-150 LPG Bi-Fuel Pickup***

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## **Highlights for 2004**

- ULEV certified
- 4x2 or 4x4 drive trains
- Ford has produced more bi-fuel Propane pickups than any other OEM



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# ***F-150 CNG Bi-Fuel Pickup***

## **Highlights for 2004**

- ULEV certified to meet current government mandates
- Sequential multi-port fuel control system
- Ford has produced more bi-fuel CNG pickups than any other OEM
- A variety of body styles and GVW
- 4x2 and 4x4 power trains
- Great for landscape trade and construction





# ***F-150 Dedicated CNG Pickup***

**"Cleanest Emissions Full-Size Pickup on  
the Planet"**



## **Highlights for 2004**

- SULEV certified to meet, and exceed current government mandates
- Best selling dedicated CNG pickup 6 years running
- Based on North America's best selling pickup for 26 years running
- CNG tanks providing up to 250 mile range



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## ***E-Series Dedicated CNG Van & Wagon***



### **Highlights for 2004**

- First OEM CNG vehicle to be SULEV certified. Will be SULEV71 for 2004MY.
- Variety: 5 models to choose from to suit your cargo or people-carrying needs
- Great for airport/hotel shuttles, deliveries, maintenance vans

***"Cleanest Emissions Van/Wagon on the Planet"***



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## ***E-Series (450) Dedicated CNG Cutaway***



### **Highlights for 2004**

- ULEV certified – Best-in-Class emissions
- Versatility: Can be ordered for shuttle, school bus or cube van applications
- Great for airport/hotel/daily rental shuttles, delivery vans, & Student transportation
- Handicap access packages available



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# *Crown Victoria Dedicated CNG Sedan*



## Highlights for 2004

- ULEV2 emission certified to meet mandates
- Extended length now available with NGV option
- New front suspension design introduced in 2003
- Ideal for taxi, police, daily rental, airport limousine



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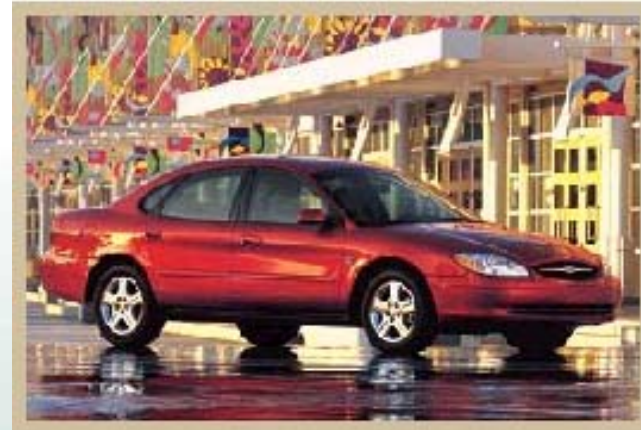


# Ethanol

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## ***Taurus***

The Taurus FFV continues with the following configurations: Sedan (LX, SE, and SES) and Wagon (SE).



## ***Explorer***

Flexible Fuel System available on 4-door Explorer since 2003; standard on 4.0L SOHC V6 engines (with automatic transmission.)



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**Coming Soon!**



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# Hybrid Escape



- Nearly 40 MPG (City driving)
- 500 Mile Range on single tank
- SULEV II Emissions
  - PZEV targeted for CA, MA, NY
- V6 like performance in an I4 engine

“The first high-volume, mainstream alternative to the traditional powertrain in nearly 100 years.”

Bill Ford, Ford Motor Company



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## Focus Fuel Cell Fleet

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- Zero Emission Vehicle (ZEV)
- Hybridized Technology
- Transparent driving experience
- Major issues:
  - Technology Cost
  - Hydrogen Infrastructure

**Focus Fuel Cell vehicles available in 2004**



**Questions?**



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